

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Yamaha Corporation of America

SECTION I - Approval Requests:

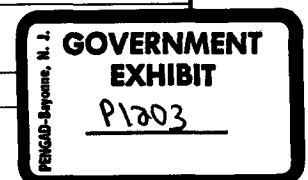
HQAPP Requests:

1. Store plus 20% on migration discount (45% total discount).
2. Three year support cap w/ initial renewal years 2 and 3 capped at 2% on products migrated

SECTION II – Deal Summary:

Deal Summary	
Programs	E-Business Suite Migration to 370 Prof. Users and 12 iDS users/ Tech
License Discount	45 % (ebiz + 20 %)
Support Discount	45 % (ebiz + 20 %)
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	Yes- three years on support
Price Holds	No
List License	Migrated Net License fee-store \$396,386
List Support	\$338,800
List Comp & Admin	N/A
Net License	\$100,386 migration license fee plus upgrade fee \$71,461
Net Support	\$331,904 apps and \$62,700 technology (renewal)
Net Comp & Admin	N/A
Net Total Price	\$566,451
Price List Used	Migration proposal 4/1/03

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	N/A
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	



SECTION III – Justification:

Yamaha Corporation of America is an install base customer in Southern California and through this migration, we are broadening the Oracle footprint. Currently, Yamaha is running approximately four Oracle applications for ERP. However they are using Siebel (Scopus) for call-center, Vinette for web content mgmt and i2 for transportation. They are not happy with these disparate systems...and would potentially like Oracle to replace these applications. Yamaha Japan is telling YCA they will need to roll to SAP within the next five years. Yamaha Corp of America does not want to do this- so they are hoping to create a commitment to Oracle that Japan/SAP can not overcome...in order for this migration to be cost effective (a two year return) we need to be at this price.

We have a verbal commitment from the SVP of Finance (signs the contract) and the Information Systems GM.

Recommendation: Approve

Submitted By: Brett Elliott –ASM Matt Renner AVP, Mills, Ciandrini, Block
Field RM name if submitted by OracleDirect:

R: 4/16/03

C: 4/16/03

L: 4/16/03

A: 4/16/03

BP: BL